

# United Kingdom Jobs Expertini®

## Regional Sales Executive - SAAS Sales - Remote with travel

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Company: apexanalytix

Location: United Kingdom

Category: other-general

apexanalytix is the first to bring Cognitive Technology, including IBM Watson®, to the apexportal and AP Recovery Audit industry to drive smarter recoveries, controls, analytics, and working capital. We serve Global 1000 clients on 6 continents, in virtually every country in the world, safeguard \$2.6 trillion in disbursements each year, and are fluent in languages covering 98% of global trade. Our apexportal Solutions leverage our massive proprietary database of scored supplier records to recover and prevent overpayments, improve processes, ensure compliant supplier relationships, and optimize working capital. A snapshot of what you would do: The Regional Sales Executive - Software Solutions is responsible for the achievement of sales and client goals through direct selling of software and related consulting services to executive management. This role will be leading and managing complex solution sales. The ideal candidate will exhibit passion, enthusiasm, and self-motivation to succeed. Desired candidate will possess extensive experience selling financial software solutions and consulting services to Accounting, Finance, Treasury, and Procurement organizations within Fortune 1000 Companies. This is a pure hunter sales role where you will identify potential customers and implement plans to secure their business; we have a team of Account Development Representatives that will assist in securing appointments for our Sales Executives. You will also review market analyses to determine customer needs, volume potential, price schedules, and discount rates, and develops sales campaigns to accommodate goals of company. This is a remote role, candidate must be based in the UK and able to travel at least 50% travel. Required Skills: Knowledge of supplier onboarding, dynamic discounting, supply chain financing and e-

invoicing solutions required. Knowledge and experience utilizing MillerHeimen, Siebel/Strategic Selling or other complex, consultative solution sales methodology required. Knowledge of Salesforce.com a plus Knowledge of Power Messaging a plus Required Experience: Bachelor's degree (or equivalent work experience) required 5 years of SAAS sales experience Procure to pay experience 3+ years selling supplier portal solutions Experience with financial software solutions and consulting services to Accounting, Finance, Treasury and Procurement organizations within Fortune 1000 companies "Big 4" Consulting experience a plus

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